

Diligence

April 3, 1997

Greg Howard 1st
Contact February 1997

Subject: MasterLink possibilities
Date: Mon, 14 Jul 1997 09:31 -0500 (EST)
From: Randy_Dougherty@ccmail.orl.lmco.com
To: atek@GDI.net

Garry,

Thank you for sharing your concepts for MasterLink work automation. As I stated in our meeting, the concepts which you presented to me have some very interesting possibilities for several upcoming projects that I am involved with for Lockheed Martin Information Systems. We are evaluating products which will assist in the maintenance of Lockheed Martin end-item products (aircraft, avionics end-items, etc).

When you are able to advance your MasterLink concept beyond the initial requirements stage and provide an initial prototype, I am very interested in seeing how your concept is converted to a implementation prototype. The potential for Lockheed Martin Information Systems to utilize MasterLink to automate our maintenance management systems processing is very exciting to me.

Again, thank you for your briefing and please keep in touch as your prototype is developed.

Randy Dougherty
407.306.4812

LOCKHEED MARTIN

Randy Dougherty
Manager, Logistics Info Systems

Lockheed Martin Information Systems
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Betty
306-4031

A-TEK CONSULTANTS, INC.

3649 All American Blvd.
Orlando, Florida 32810-4726
E-mail: atek@gdi.net

DATE: 2/26/97 TIME SENT: _____

PLEASE DELIVER THIS FAX TO: Phil Cressy

COMPANY/LOCATION: _____

PHONE: _____ FAX: 740-5289

Message

TOTAL PAGES INCLUDING COVER PAGE: 5

FROM: P. Wistner

PHONE: (407) 299-3900
FAX: (407) 299-8200
E-mail: atek@gdi.net

Sent via fax: (407) 740-5289

February 26, 1997

TO: PHIL CROSBY
FROM: KENT A. WEISNER

We found this task very difficult to express. Have included two pages of stuff you may wish to peruse. I feel I did not explain that this process is a way to manage business knowledge and provide information system infrastructure. Here is my best shot for your consideration:

Reference: The Unified Business Design™*
powered by The Business Atlas™*

A unique breakthrough method for a business enterprise to acquire the core competency needed ~~by an enterprise~~ to get things straight in the first place so management and the workforce are fully utilized.

or...

The core competency piece every enterprise needs.

*The Unified Business Design™ and Business Atlas™ are registered trademarks of Modus Operandi, Inc.

Note:

Peter Schutz is coming the evening of March 20th for a dinner meeting followed by a March 21st a.m. meeting. Could you make the dinner? Thinking of inviting Dr., Ralph Swain, COO of Shands to shed light on emerging problems in health care. Realize you prefer breakfast on the 21st, however may not be able to get Swain this tentative.

Have called Bill Grimm and looking forward to meeting with him.

Thank you!

Kent A. Weisner

I like
Send to Carol Boder
She is ~~the~~ Technical Director for the ^{area}
keeper of the gate for Strategic Partnerships.
Confidential"

A-TEK CONSULTANTS, INC.

3649 All American Blvd.
Orlando, Florida 32810-4726
E-mail: atek@gdi.net

DATE: 3-26-97 TIME SENT: 10:17 A.M.

PLEASE DELIVER THIS FAX TO: Mr. Ronald D. Sutton

COMPANY/LOCATION: Lockheed Martin

PHONE: 306-4771 FAX: 306-4207

Message

Background information as requested.

TOTAL PAGES INCLUDING COVER PAGE: 12

FROM: Kent Weisner

PHONE: (407) 299-3900
FAX: (407) 299-8200
E-mail: atek@gdi.net



CONTRACT SERVICES
PROJECT MANAGEMENT
PERMANENT PLACEMENT

Sent via fax: 306-4207

March 26, 1997

Mr. Ron Sutton
Lockheed Martin Information Systems
Orlando, FL

Dear Ron:

MasterLink® is the work improvement company.

We have developed MasterLink® to do as its name implies—be the "MASTER LINK" providing both management and the work force with the information they need to get the job done right.

Tragically, growing numbers of the work force (mobile and stationary) are not getting useful, accurate and up to date information. Worse, some are now getting too much information (data overload). Systems are data centric and that is becoming a big problem.

MasterLink® is changing this with its work process automation simplification technology. MasterLink® is a process-focused software application used to manage the activities of stationary or mobile skill workers that:

- **REDUCES SYSTEM IMPLEMENTATION** and customization costs by utilizing industry-specific standardized data definitions
- **AUTOMATES SUPERVISION** (planning, scheduling and dispatching)
- **LINKS** skill workers to all job information when they need it.
- **AUTOMATES** field data reporting
- **ENABLES** management control of skill worker activities, based on policy. Policy is the set of rules that management uses to manipulate the system behavior to achieve specific outcomes.
- **INFORMS/ENABLES/ & KEEPS SCORE** for corporate management by providing superior feedback capabilities.

Mr. Ron Sutton
March 27, 1997
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MasterLink[®] delivers these skilled work force optimizing capabilities with unique simplicity.

Our product is a systematic approach to increase the work capacity of all members of the organization. It measures performance so that workers, as well as the work collective, know how well they are doing at all times.

Very truly yours,



Kent A. Weisner
President



CONTRACT SERVICES
PROJECT MANAGEMENT
PERMANENT PLACEMENT

RE: CONFERENCE CALL
THURSDAY, MARCH 27, 1997
1:30 P.M.

For the Thursday afternoon conference call @ 1:30 p.m. our participants will be:

Kent Weisner
Lee Kitchen
Gary Fenimore
John Hartman

Our marketing efforts are augmented by a product endorsement from Philip Crosby (business leader and author). MasterLink® will soon be inserted into Mr. Crosby's web site. Sales development of MasterLink® is further assisted by Peter Shutz (business leader and lecturer), former CEO of Porsche AG and V.P. Sales & Services for Cummins Engines.

MasterLink® software system is unique. It is the first object oriented system to define work through policy. The system includes rules essential to the transfer of information in support of job tasks. It is continuously measuring work effectiveness and the contribution to the purpose and success of the enterprise. Applications for MasterLink® are universal. Wherever and whenever work is performed MasterLink® is useful.